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CableVision

THE NEWS AND FEATURES WEEKLY OF THE CABLE TELEVISION INDUSTRY

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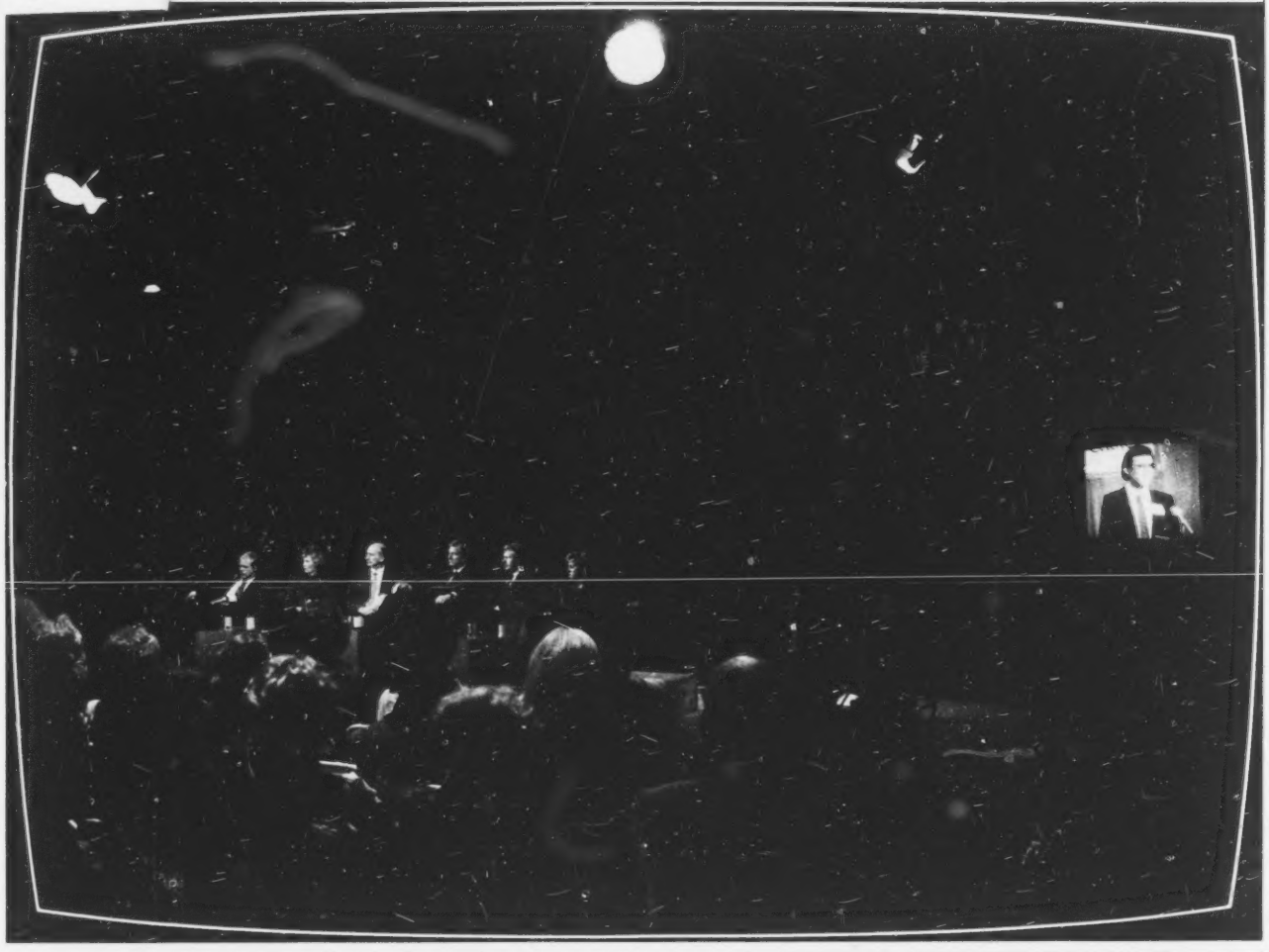
MOONEY WARNS OF INTENSIFIED ANTITRUST SCRUTINY

HBO ADS REJECTED BY HOME SATELLITE PUBLICATIONS

FCC LOWERS LEAKAGE STANDARDS FOR CONVERTERS

DEGEORGE BID FOR TIMES FIBER ACCEPTED BY INSILCO

LOOKING FOR ANSWERS: NAGEMENT SESSIONS ARE BIG DRAW



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LEADING THE WEEK

Mooney on antitrust 6
NCTA President James Mooney has admonished the cable industry to take note of increased Department of Justice scrutiny of the industry as the natural trend toward consolidation continues in the maturing cable business.

TVRO brick wall 6
An HBO attempt to inform TVRO owners of its scrambling plans has met firm opposition from the home satellite industry, with nine industry magazines refusing to run an "open letter."

DeGeorge bid accepted 8
Sixteen days after withdrawing his bid of $145.8 million for Times Fiber Communications, Insilco has accepted Lawrence DeGeorge and his LPL Group's offer over the management group's proposal.

FCC may relax standards 11
The FCC has proposed to apply the same technical standards for radiation and signal leakage as apply to consumer-owned devices such as TVs, VCRs and PCs to cable system-owned customer premise equipment.

Disney consolidation 12
Walt Disney Pictures has consolidated its home video, pay television sales, original pay programming, and pay-per-view operations into a new video division.

Cablevision to launch probe 13
Cablevision Co. will launch an investigation into the possible participation of certain of its employees, along with certain Jerrold Electronics personnel, in the illegal sale and distribution of cable converters.

Staniar bids for Group W 13
Group W President Burt Staniar has entered the foray for acquisition of that company's 140 cable systems with the venture capital fund managed by Warburg Pincus & Co.

Time Inc. cuts costs 14
Though HBO and ATC together reported a slight rise in third quarter 1985 pre-tax earnings, Chairman J. Richard Munro has announced a $75 million cost-cutting program for Time Inc.

TOPICS

Review 16
Dr. Ruth Westheimer's second season of her series was off to a "lively start," according to Reviewer Robert DiMatteo, with a different title and daily celebrity guests beginning with Joan Rivers who paired up with the doctor in some bold, but relaxed, talk about sex.

Programming 16
The National Academy for Cable Programming along with other cable groups are working diligently with marketing kits, promo spots and contests to build excitement for the Awards for Cable Excellence Dec. 3 in Beverly Hills. The second half of the list of the 223 ACE nominees announced Oct. 8 appears in this issue.

Management 30
The first general managers' conference sponsored by the Cable Television Administration and Marketing Society Oct. 11 and 12 skipped the hoopla, exhibitors and hospitality suites and concentrated on panels and discussions on customer service and incremental revenue sources, which did not include raising rates.

Advertising 31
A new audience measurement technique is in the works by Nielsen researchers. The new tool could make local cable systems more competitive with their broadcasting counterparts in the race for ratings.

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Photo by Earl V. DeWald

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From the headquarters of Mile Hi Cablevision in Denver, Women in Cable chapters around the country were linked to a videoconference featuring industry leaders. The event was one of the highlights of Women in Cable's third management conference held Oct. 13-16 at the Marriott Hotel.

Franchising calendar

This chart examines the franchise status of communities since October 1985.

California

Cerritos—request for proposals issued.
Chino—negotiations with Marsh Media.
Claremont—tentative agreements to award franchise to Masada Corp.
East Yolo—award to Sonic Cable 7 85 (10,000 homes).
La Puente—award to United Cable 11 28 84 (8,600 homes).
Los Altos—awarded to United Cable 12 84 (9,000 homes).
Palo Alto—awarded 10 7 85 to Cable Communications Cooperative of Palo Alto.
Rosemead—award to Falcon Communications 2 26 85 (14,000 homes).
South Monrovia—award to Falcon Communications 9 18 85, 400 homes).

Delaware

Wilmington—commission's recommendation under review by City Council.

District of Columbia

Washington, D.C.—award to District Cablevision 7 10 84 (254,000 homes).

Illinois

Chicago—Area I award to Communications and Cable (300,000 homes).
Countryside—award to Cablevision of Chicago 6 13 84 (2,200 homes).
Elmwood Park—award to Continental Cable 12 17 84 (9,500 homes).
Naperville—award to Rite Cable Co. of Illinois Limited. Rite Cable of Illinois also awarded unincorporated areas of DuPage County. (17,500 homes).
St. Charles, Geneva—award to Centel 7 2 84 (10,000 homes).
Wheaton—award to Centel 7 2 84 (16,000 homes).
Winnetka—survey showed interest in cable insufficient to warrant franchise.
Woodbridge—terminated franchising process (260 homes).

Kentucky

Fulton—award to TCI 12 13 84 (2,400 homes).
Loretto—terminated franchise process.

Maryland

Baltimore—award to United Cable 12 19 84 (302,000 homes).

Massachusetts

Belchertown—negotiations with Clearview Cable completed; preliminary award expected.
Belmont—accepting proposals. Public hearing scheduled 8 13 85 (2,760 homes).
Berkley, Dighton, Freetown—award to Continental Cablevision.
Boxborough—award to Nashoba 1 7 85 (3,100 homes).
Cambridge—award to American Cable Systems of Cambridge 3 22 85 (43,000 homes).
Danvers—award to Nashoba 1 85 (8,600 homes).
East Bridgewater—award to Continental Cable 12 3 84 (2,500 homes).
Groton—award to United Video 2 25.
Hamilton and Wenham—award to Continental Cable 3 5 84 (2,300 homes).
Holden—award to Massachusetts Cablevision Systems Inc. 7 84 (4,000 homes).
Holland—accepting proposals.
Holliston—award to Massachusetts Cablevision Systems Inc. 7 84 (3,922 homes).
Lincoln—bids due 10 18 85 award expected.
Marblehead—award to Continental Cable 12 84.
Medfield—awarded to Massachusetts Cablevision Inc.
Mendon—award to Massachusetts Cablevision Systems 1 7 (1,200 homes).
Middleborough—award to Continental Cablevision 5 14 84 (3,834 homes).
Nahant—reviewing proposals from Continental Cablevision and Nashoba Communications.
Rochester—final hearings in progress on proposal from American Cable.
Sandwich—award to Campbell Communications (5,000 homes).
Seekonk—Award to Massachusetts Cablevision 6 85. (6,000 homes.
Shirley—provisional license granted to Nashoba Communications 10 84. Reviewing contract. (1,827 homes).
Southborough—awarded to Greater Worcester Cablevision 8 13 85.
Sterling—award to Wachusett Cablevision (2,000 homes).
Stow—provisional license to Adams-Russell 9 84. (1,600 homes).
Townsend—provisional license to Nashoba Communications Inc.
Wayland—award to Continental Cablevision 6 4 84 (3,500 homes).
Westminster—preliminary award to Adams-Russell. Adams-Russell requested revision of rate structure.
Weston—award to Continental Cable Cooperative 8 6 84 (3,000 homes).
Westport—award to United Cablevision Funding 9 4 84 (5,500 homes).

Michigan

Almont—award to Michigan Cable 11 84.
Atlas—award to Michigan Cable 8 84.
Brandon—award to Michigan Cable 11 84.
Brown City—award to Pioneer Cablevision.
Cedar Creek—award to Horizon Cable 7 84.
Dalton—award to Horizon Cable 7 84.
Goodrich—award to Michigan Cable 9 84.
Lake Orion, Orion Twp—award to Tribune-United 12 84 (7,800 homes).
North Branch—award to Michigan Cable 8 84.
Thortonville—award to Michigan Cable.
Waconia—award to Westel 12 18 84 (1,024 homes).
Windom—approved municipal ownership, launched 2 1 84 (1,875 homes).

Minnesota

Amboy—award to Mid Communications Inc. 7 84 (280 homes).
Barrett—award to Battlelake Cable 7 84 (165 homes).
Belle Plaine—award to Dow-Sat of Minnesota 11 84 (973 homes).
Big Lake, Buffalo, Cokato, Dassel, Delano, Elk River, Monticello, Rockford, Watertown, Maple Lake—award to Rite Cable, under construction. (10,200 homes).
Bird Island—award to North American Communications Corp. 10 84 (566 homes).
Cannon Falls—award to North American Cable Communications Corp. (1,060 homes).
Credit River—award to North American Communications Corp. 10 84 (880 homes).
Eden Valley and Watkins—award to WesTel Inc. 2 84 (640 homes).
Floodwood—award to Individual Satellite System Inc. 8 84 (325 homes).
Glenville—award to WesTel 6 84 (275 homes).
Good Thunder—award to Mid Communications Inc. 7 84 (225 homes).
Grand Meadow—award to Southern Cablevision Inc. 9 84 (360 homes).
Hill City—award to Individual Satellite Systems 11 84 (400 homes).
Hinckley—award to Savage Communications 7 84 (420 homes).
Hokah—award to Valley Video Systems Inc. 7 84 (270 homes).
Holdingford—award to WesTel Inc. 2 84 (245 homes).
Howard Lake—award to WesTel Inc. 8 84 (510 homes).
Kandiyohi—award to Kavanaugh Cable Co. 4 1 85 (200 homes).
Kerkhoven—award to Heritage Communications 7 84 (310 homes).
Lester Prairie, Winsted—award to Dowden Communications 7 84 (1,000 homes).

Lindstrom, Stacy—award to Dow-Sat of Minnesota (1,230 homes).
Mabel—award to Valley Video Systems Inc. 6-84 (325 homes).
Maple Plain—award to Dow-Sat of Minnesota (481 homes).
Mapleton—award to WesTel Inc. 8-84 (600 homes).
Mazeppa—award to Individual Satellite Systems 9-84 (280 homes).
Medford—award to WesTel Inc. 7-84 (300 homes).
Montrose—award transferred to Valley View 8-84 (300 homes).
Morristown—award to Cannon Valley Telecom Inc. 7-84 (250 homes).
Morton—award to Todd Communications Inc. 5-84 (225 homes).
Murdock—award to Kavanaugh Cable Co. 6-84 (140 homes).
New Prague—award to Valley View Cable Inc. 7-84 (1,130 homes).
Nisswa—award to Interlake Cablevision Inc. 5-84 (1,100 homes).
Northern Dakota City—preliminary award to Continental (25,000 homes).
Pennock—award to Kavanaugh Cable Co. 4-11-85 (175 homes).
Pierz—award to WesTel Inc. 8-84 (420 homes).
Renville—award to WesTel Inc. 7-84 (600 homes).
Rite—award to Benton Cooperative Telephone Co. 8-84 (165 homes).
St. Joseph—award to WesTel Inc. (1,100 homes).
St. Paul—city wins appeal in favor of Continental Cablevision (111,000 homes).
Sandstone—award to Savage Communications 9-84 (560 homes).
Savage—awarded to North American Cable Communications.
Sherburn—award to Rite Cable (10,200 homes).
Spring Grove—award to Valley Video Systems 8-84 (560 homes).
Spring Lake—award to North American Communications Corp. 10-84 (920 homes).
TriCity Cable Commission (Cold Springs, Richmond, Rockville)—award to WesTel Inc. 8-84 (1,200 homes).
Truman—award to Terril Telephone Co. 5-84 (550 homes).
Waconia—award to Westel 12-18-84 (1,024 homes).
Waterville, Elysian—award to WesTel Inc. 8-84 (750 homes).
Waubeen—award to Harold Investments Inc. 9-84 (150 homes).
Wendell—award to M & E Cable 4-84 (95 homes).
West St. Paul, South St. Paul, Mendota Heights, Mendota, Inner Grove Heights, Lilydale, Sinfish Lake—award to Continental Cablevision (24,032 homes).
Windom—approved municipal ownership, launched 2-1-84 (1,875 homes).

Missouri

St. Louis—award to STL Cablevision Partners Inc. (75% of city) and St. Louis City Communications (25% of city) 4-11-84 (178,000 homes).

New Hampshire

Keene—renewed franchise with Group W including a rebuild and rate increase (19,360 homes).
Manchester—award to United Cable.
Newton—awarded to Harron Communications.
Sandown—reviewing proposal from Continental Cablevision (800 homes).

New Jersey

Jersey City—moving ahead on municipal ownership despite lawsuit by Controlled Cable originally granted franchise.
Patterson—reviewing U.S. Cable joint venture application.

New York

Mt. Upton—terminated franchise process.
North Salem—award to Community Cable Services 12-84 (1,100 homes).
Portland—cable committee formed to begin franchise process. Tribune Cable, Harborview and U.S. Cable sent letters expressing interest (150 homes).

North Carolina

Davie County—award to Summit Cable.
Jackson—award to Cable East (400 homes).

Ohio

Avon—award to Space Cable of Ohio 4-84 (2,000 homes).
Cleveland—franchise awarded to Northcoast Cable 7-85.
Oberlin—preliminary award to Oberlin Cable Co-op 6-6-84 (2,600 homes).

Oregon

Dunthorpe—no response to RFP.
Sylvan—awaiting additional legal opinions.

Pennsylvania

Philadelphia—city is divided into four areas; Area I award to Greater Philadelphia Cablevision; Area II award to Wade Communications; Area III award to Rollins; Area IV award to Comcast 11-84 (each area: 155,000 homes).

Rhode Island

Naval Education and Training Center—accepting proposals (2,900 homes).
Newport (Area 7 includes Middletown, Portsmouth, Tiverton, Little Compton)—Bellevue Cablevision Inc. awarded franchise. (29,500 homes).

Virginia

Manassas—negotiating with Cablevision of Manassas.

Washington

Battle Ground—new ordinance drafted. Soliciting interest from operators.
Seattle—city is divided into four parts; Group W, Viacom and Seattle Community Cablevision serve overlapping sections of three parts; part IV is beginning franchising process.

Wisconsin

Hayward—award to Cable TV of Hayward (1,000 homes).
New Glarus—award to Telephone and Data Systems 7-84 (675 homes).
Waterford—award to Total TV 9-84 (600 homes).

Source: International Thomson Communications Inc.

Franchising in the top 50 markets

Rank	Market	Status of core city
1	New York	Manhattan—2 OP, under bar oughs 8 FG
2	Los Angeles	City is divided into 14 areas (A ns: 11 OP, 3 UC
3	Chicago	City is divided into five areas Area I FG; Areas II, III OP Areas IV, V FG
4	Philadelphia	City is divided into four areas Areas I, II, III, IV FG
5	San Francisco	OP (system to be upgraded)
6	Boston	OP
7	Detroit	FG
8	Washington, D.C.	FG
9	Cleveland	RP
10	Dallas Ft. Worth	Two systems OP
11	Houston	Two systems OP
12	Pittsburgh	OP
13	Miami	OP
14	Seattle Tacoma	City is divided into five parts (3 OP, 1 OP-RP); Tacoma OP
15	Minneapolis St. Paul	OP UC
16	Atlanta	OP
17	St. Louis	UC FG
18	Tampa St. Petersburg	OP OP
19	Denver	OP
20	Baltimore	FG
21	Sacramento Stockton	OP OP
22	Indianapolis	Two systems OP
23	Portland	Three systems OP
24	Phoenix	Three systems OP
25	Hartford New Haven	Two systems OP
26	Cincinnati	OP
27	San Diego	Two systems OP
28	Kansas City	OP
29	Milwaukee	OP
30	Nashville	OP
31	Charlotte	OP
32	Buffalo	OP
33	Providence New Bedford	OP OP
34	Orlando Daytona Beach	Two systems OP
35	New Orleans	OP
36	Memphis	OP
37	Columbus	Four systems OP
38	Greenville Asheville Spartanburg	Three systems OP
39	Grand Rapids Kalamazoo Battle Creek	Three systems OP
40	Birmingham	OP
41	Raleigh Durham	Two systems OP
42	Oklahoma City	Two systems OP
43	Louisville	Two systems OP
44	Salt Lake City	OP
45	San Antonio	OP
46	Charleston Huntington	Two systems OP
47	Norfolk Newport News New Hampton Portsmouth	Four systems OP
48	Harrisburg York Lebanon Lancaster	Four systems OP
49	Wilkes Barre Scranton	Two systems OP
50	Albany Schenectady Troy	Three systems OP

Legend

OP — operational
UC — under construction
FG — franchise granted
FP — franchise pending
PS — proposal submitted
RP — request for proposals issued
RPP — request for proposals pending
MO — considering municipal ownership
BP — beginning process

Source: International Thomson Communications Inc.